



Grant R. Paulsen

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SUMMARY OF QUALIFICATIONS

- 20+ years experience consulting to insurance, banking, pensions
- Broad, up to date, background in risk management, capital markets, and ALM/LDI
- Modeling experience in excel, VBA, C++. Familiar with SQL, C#, HTML5/CSS and OOP.
- Solid communication skills: verbal, written, and public presentations
- Experience working with all levels from junior analysts to the Board

RELEVANT WORK EXPERIENCE

Financial Consultant

1989 – Present

Rimcon Inc., Toronto

- Advise insurance companies, trust companies, pension funds and banks (27 as of 2015), with the longest ongoing assignment spanning 15 years
- Develop and implement ALM and investment models, processes and controls
- Provide training and support in areas of strategy, policy, and product design

Associate

1987 - 1989

Yield Management Group, Toronto

- Built and ran ALM/risk management models for \$1 billion trust company, leading Canadian MBS originator, life insurer, and P&C insurer
- Traded options, futures, swaps, bonds, and forward sales to manage risk and enhance yield
- Researched investment, ALM and hedging strategies

President

1986 - 1987

Fintech Consulting, Toronto

- Managed design/supply project for chemical process plant supplier
- Evaluated financial systems software for a light industrial manufacturer

Manager, Special Projects

1982 - 1984

Sulzer Brothers Ltd., Winterthur, Switzerland

- Bid, negotiated and supervised design/supply contracts with clients
- Prepared paid studies, assisted in license negotiations.
- Supervised piping and pressure vessel designs; obtained regulatory approvals

Product Manager, Isotope Separation Systems 1975 - 1982
Sulzer Canada Inc., Toronto

- Bid, negotiated and supervised design/supply contracts for nuclear systems
- Developed/implemented procedures for control and reporting of schedule, quality and budget as well as tender preparation and management of sub-contractors
- Provided technical sales support and ongoing follow-up after system deliveries
- Supervised five professional engineers

Project Engineer 1973 - 1974
The Lummus Company of Canada Ltd., Toronto

- Prepared process flow sheets
- Coordinated detail design and equipment procurement of heavy water plant systems

Plant Engineer 1972 - 1973
Canadian General Electric, Port Hawkesbury, Nova Scotia

- Graduate Engineer Development Program. Rotated through a series of positions in engineering design, maintenance, operations & administration as part of training program

EDUCATION

Master of Business Administration (MBA) 1985
University of Chicago, Illinois

- Specialized in Finance and International Business
- Completed 2-year program in 15 months with full audit of two extra courses
- Completed research project and graduated with Honours

Bachelor of Engineering, Mechanical 1972
St. Francis Xavier University and Nova Scotia Tech.

- Engineering Class President and Student Council Member
- Awarded President's scholarship for outstanding academic performance

PROFESSIONAL DEVELOPMENT CERTIFICATES

Chartered Financial Analyst 1992
Institute of Chartered Financial Analysts

Financial Risk Manager 2003
Global Association of Risk Professionals (GARP)

Registered as Investment Counsel & Portfolio Manager 1992

ADDITIONAL SKILLS, INTERESTS

- Read/ speak German and Swiss (acquired working in Switzerland)
- Running, skiing, golf